



# ***NEWS RELEASE***

## **PRESS OFFICE**

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## **SBA Announces Contract for Alabama A&M University to Conduct National Business Training Sessions**

**WASHINGTON** –Hector V. Barreto, Administrator of the U.S. Small Business Administration, announced today that the SBA has awarded a grant to Alabama A&M University Research Institute to conduct training for 1,500 small businesses that are participating in the SBA's 7(j) Management and Technical Assistance program.

Alabama A&M, one of America's historically black colleges and universities, will use the grant money to help small businesses develop and compete effectively in the federal marketplace.

"We are committed to ensuring that all small businesses receive access to their fair share of contracting opportunities," Barreto said. "That is why we are so pleased that the Alabama A&M University Research Institute is putting together these training workshops to develop and enhance the entrepreneurial skills of small businesses around the country. This grant will help put those businesses in a better position to compete in the federal marketplace."

The training workshops will take place over a six-month time frame in a number of states, including New Jersey, Washington, D.C., Georgia, California, Illinois, Alabama and Texas. The workshops will consist of training courses on accounting, marketing, and cash flow management as well as courses on access to credit, access to capital, surety bonds and federal procurement and subcontracting.

The 7(j) Management and Technical Assistance program is administered under the SBA's 8(a) Business Development program. It is designed to assist socially and economically disadvantaged businesses obtain assistance which may include financial counseling and assistance, marketing services and feasibility studies. It also provides an executive education training program for owners and senior officers of 7(j) eligible firms. The 7(j) program grants, cooperative agreements and contracts are awarded to qualified service providers who have the capability to provide business development assistance to eligible 7(j) participants. However, 7(j) funding is not available to finance a business, purchase a business or to expand a business.

Eligible 7(j) participants include 8(a) certified firms, HUBZone certified firms, firms that are eligible to receive 8(a) contracts, businesses operating in areas of high unemployment or low income, and firms owned by low income individuals. For more information about attending one of these sessions, visit SBA's Web site at [www.sba.gov](http://www.sba.gov) to locate a local SBA district office in your city.

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